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**The Hon. PAUL GREEN:** It would be great to see those. Another point concerned establishing light rail from Coolangatta Airport. In your submission you talk about 23 per cent of our international visitors getting to regional areas. I gather that most of them are coming from our south or Sydney Airport. I see the opportunity of Coolangatta being the north connection for our State. Do you have a comment about the light rail opportunities of linking back to the Tweed.

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#### **ANSWER TO QUESTION ON NOTICE (COMMONWEALTH GAMES):**

The Regional Director North Coast & Northern Inland, Office of Regional Development is chairing a local committee that is looking at opportunities arising from the 2018 Gold Coast Commonwealth Games. Destination NSW is a member of the committee. The committee has undertaken a number of actions to ensure the NSW Government is harnessing opportunities arising from the Commonwealth Games, including:

- Pre- Event Games Opportunities
- Business Opportunities
  - Tender Training
  - Building Tourism Operators
  - Tourism.

Detailed information on each action is provided below.

All activities have been undertaken being cognisant of the Commonwealth Games Brand Protection Guidelines.

#### **Pre- Event Games Opportunities**

In 2014 audits were undertaken by councils and other groups in relation to: sporting facilities and supporting infrastructure; niche opportunities for sports and events including infrastructure requirements; and, current initiatives/projects. The audit outcomes were collated, allowing for members to work together to create opportunities to increase visitation from teams and tourists.

The outcomes also allow for gap analysis to identify actions and additional infrastructure requirements for future events. This positions the region well for projects to be delivered as part of the NSW Government's \$100 million Regional Sporting Infrastructure Fund and \$300 million Regional Growth: Environment and Tourism Fund.

At the time of the audit in 2014-15 discussions with Sports Marketing Australia indicated there were no international accredited event facilities in regional NSW therefore they perceived the only possibility for pre-games activity being "camps" rather than sporting events. This gap will potentially be addressed through investment associated with the Regional Sporting Infrastructure Fund.

Some local councils have undertaken direct approaches to National Sporting Organisations with Lismore and Ballina creating a prospectus (Attachment A). Ballina Council advised that initially there were around 12 replies when the prospectus was distributed.

Targeting pre-event camps, either for partial teams (based on sports) or entire teams (countries) may be an option, however many of the countries have indicated a desire to undertake acclimatisation either at home or closer to home (WA in the case of Asian countries).

## **Business Opportunities**

### **Tender Training**

The Office of Regional Development has delivered three procurement and supply chain development workshops to assist businesses in leveraging the opportunities available. The “How to Tender for Government Business” workshops were held in Murwillumbah, Coffs Harbour and Sydney during January/February 2015. They provided detailed information to business on the opportunities connected to the Commonwealth Games and how to become involved in the supply chain, prior, during and after the event. 56 businesses attended the workshops across the three locations.

A Practical Tender Writing Workshop was held in Murwillumbah in June 2015 as a follow up to the first three workshops. This followed a survey of businesses at the three locations who indicated a more hands on workshop would be beneficial, however the workshop was undersubscribed.

ORD has also worked closely with the Industry Capability Network (ICN) to promote the ICN Gold Coast Commonwealth Games Gateway – a direct access source to a large number of procurement packages, their timeframes for tender and delivery, and the requirements for tender. This Gateway has allowed NSW suppliers to directly access packages that would be applicable to them:

<https://www.business.qld.gov.au/commonwealth-games/get-involved-games>

### **Tourism**

The Office of Regional Development sought feedback from the Glasgow 2014 Commonwealth Games committee to assist in the development of itineraries and opportunities, as well as to determine successful activities and other learnings from the Games.

The Australia’s Green Cauldron (a unique partnership between Tourism Australia and Parks Australia to identify the best places to drive tourism in South East Queensland and Northern NSW) group workshops, networking and mentoring assisted by the Office of Regional Development has also provided for opportunities for tourism businesses in the area to access further training.

Destination North Coast has been working with Tourism Australia, as well as current Registered Training Organisations to undertake targeted international marketing development for post games travel. QLD tourism is still pushing for QLD only post games itineraries.

Australia’s Green Cauldron steering committee arranged for a familiarisation program to be delivered as part of the Australian Tourism Exchange (ATE) Pre & Post Touring program from 13<sup>th</sup> to 15<sup>th</sup> May 2016.

The Rainforest Way touring route website was revamped and relaunched last year thanks to assistance of Australia’s Green Cauldron steering committee and Gold Coast City Council. The Rainforest Way is a series of self - drive touring routes that encompasses much of the experiences in NSW Northern Rivers & South East Queensland. It also connects with Legendary Pacific Coast drive route and Australia’s Green Cauldron.

The Northern Rivers Business Recovery Program is a \$1,000,000 program announced by the Deputy Premier in April 2017 to assist recovery of Northern Rivers businesses from the impacts of Ex Tropical Cyclone Debbie. There is a regional marketing program that supports applications from councils and business chambers in the impacted area to help them prepare for the 2018 Commonwealth Games. Grants of \$25,000 - \$150,000 are available and the first round of the program closed on 1 September with applications currently being assessed.

**Capability Building for Tourism Operators**

The Office of Regional Development has also provided financial assistance via the Australia's Green Cauldron steering committee for further targeted workshops and mentoring opportunities for businesses. Over 100 businesses have undertaken the workshops, with a further six from NSW accessing mentoring and intensive coaching opportunities through the Australia's Green Cauldron Hero Experience Mentoring Program. This is a cross border program delivered in conjunction with City of Gold Coast and Queensland State Development.

An Industry Engagement workshop was held at Bilinga on 17 September 2015 by Australia's Green Cauldron steering committee to show operators how they can develop their visitor experience and maximise opportunities available, including those opportunities connected to the Commonwealth Games. More than 50 businesses attended this workshop.

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#### **ANSWER TO QUESTION ON NOTICE (COOLANGATTA LIGHT RAIL):**

On 27 January 2017 the New South Wales and Queensland Premiers released the *NSW-Qld Statement of Principles and Priorities for Cross-Border Collaboration*. This agreement provides an authorising environment for both governments to collaborate on areas of mutual interest, identify and resolve cross-border issues that impede regional economic development, and provide efficient and consistent service delivery to border communities. Work under this agreement is coordinated by the NSW Cross-Border Commissioner.

A significant principle in this agreement is that public transport between NSW and Qld should be seamless. The NSW Cross-Border Commissioner is working with NSW and Qld transport agencies and stakeholders on a range of public transport issues including timetabling, ticketing, routes, connectivity and modes of transport. This work includes examining opportunities to extend the light rail from Coolangatta Airport to Tweed Heads.

The agreement and annual worklist are publicly available at the NSW Cross-Border Commissioner's website -

[http://www.dpc.nsw.gov.au/programs\\_and\\_services/office\\_of\\_the\\_nsw\\_cross\\_border\\_commissioner](http://www.dpc.nsw.gov.au/programs_and_services/office_of_the_nsw_cross_border_commissioner).

The 2016-17 report and 17-18 worklist are due for release in coming weeks.